

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 PM-05
H-01 NSC-05 PA-01 SP-02 SS-15 USIA-06 /071 W
-----107394 240756Z /17

R 231643Z MAR 78
FM USMISSION USBERLIN
TO SECSTATE WASHDC 6501
AMEMBASSY BONN
INFO AMEMBASSY ANKARA
AMEMBASSY BERLIN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMCONSUL ISTANBUL
USMISSION USNATO

C O N F I D E N T I A L USBERLIN 0690

E O 11652: XGDS-1
TAGS: EAIR WB GE PGOV
SUBJ: TURKISH WORKER FLIGHTS

1. THE BRITISH HERE HAVE PASSED ON TO US THE GIST OF THE
REMARKS BY THE SALES DIRECTOR OF ONE OF THE PRINCIPAL BRITISH
CARRIERS IN BERLIN (DAN AIR), WHICH FOLLOWS:

A. DAN AIR'S CHIEF AGENT IN BERLIN (GURSU) STATES THAT GDR
NATIONAL CARRIER INTERFLUG (IF) AND TURKISH NATIONAL CARRIER
(THY) NOW ACHIEVING CONTROL OF MARKET FOR CHARTER FLIGHTS
BETWEEN BERLIN AND ISTANBUL. TICKETS OVER THIS ROUTE ARE BEING
SOLD AT DM 270, WHILE GURSU, USING ALLIED CARRIERS, CAN GO NO LOWER
THAN DM 340. (AIRLINES CHARGE GURSU DM 251 PER SEAT). GURSU NOW
CONTROLS 50 PCT OF TURKISH MARKET IN CONTRAST TO 60-70 PCT IN
YEARS PAST.

B. DESPITE GROWTH OF TRAFFIC VIA SCHOENEFELD, DAN AIR
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NOT DESPERATE BECAUSE IT BELIEVES PROSPECTS FOR FURTHER
EXPANSION NOT GOOD. APPARENTLY THY UNHAPPY WITH IF, AND
THEREBY UNLIKELY TO PERMIT EAST GERMANS RIGHTS BEYOND ISTANBUL.

2. DATA FROM THE SENAT ON THE PROPORTION OF TURKISH WORKER
TRAFFIC VIA SCHOENEFELD AND WEST BERLIN AIRPORT TEGEL SHOW
THAT SINCE AUGUST, 1977, DURING WHICH MONTH SCHOENEFELD

TURKISH WORKER TRAFFIC ALMOST CAUGHT UP TO TEGEL'S (51 PCT
TEGEL, 49 PCT SCHOENEFELD), TEGEL'S PROPORTION OF BERLIN
TURKISH WORKER TRAFFIC HAS IMPROVED SLIGHTLY, FLUCTUATING
BETWEEN 52 AND 58 PCT. OF TURKISH WORKER TRAFFIC FROM
SCHOENEFELD, THY RETAINS BIG LEAD OVER IF, BUT BY DECLINING
MARGIN. FOR FIRST TWO MONTHS OF 1978, THY HAS MARGIN OF LESS
THAN 2 TO 1; IN JUNE-SEPTEMBER 1977, WHEN IF SERVICE WAS NEW,
MARGIN WAS 3 TO 1 OR HIGHER.GEORGE

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Message Attributes

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Draft Date: 23 mar 1978
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Decaption Note:
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Disposition Case Number: n/a
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Disposition History: n/a
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TAGS: EAIR, PGOV, WB, GC
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